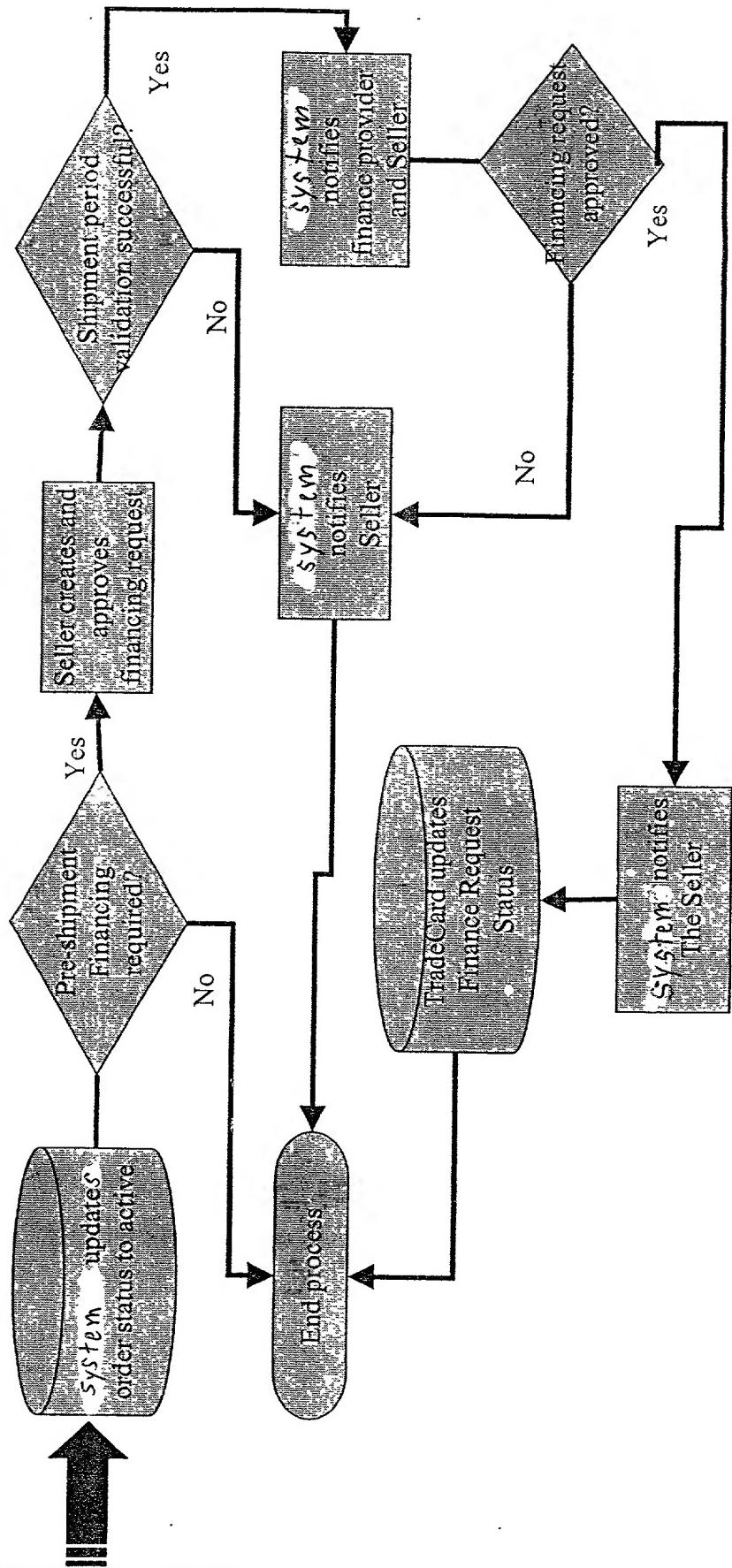
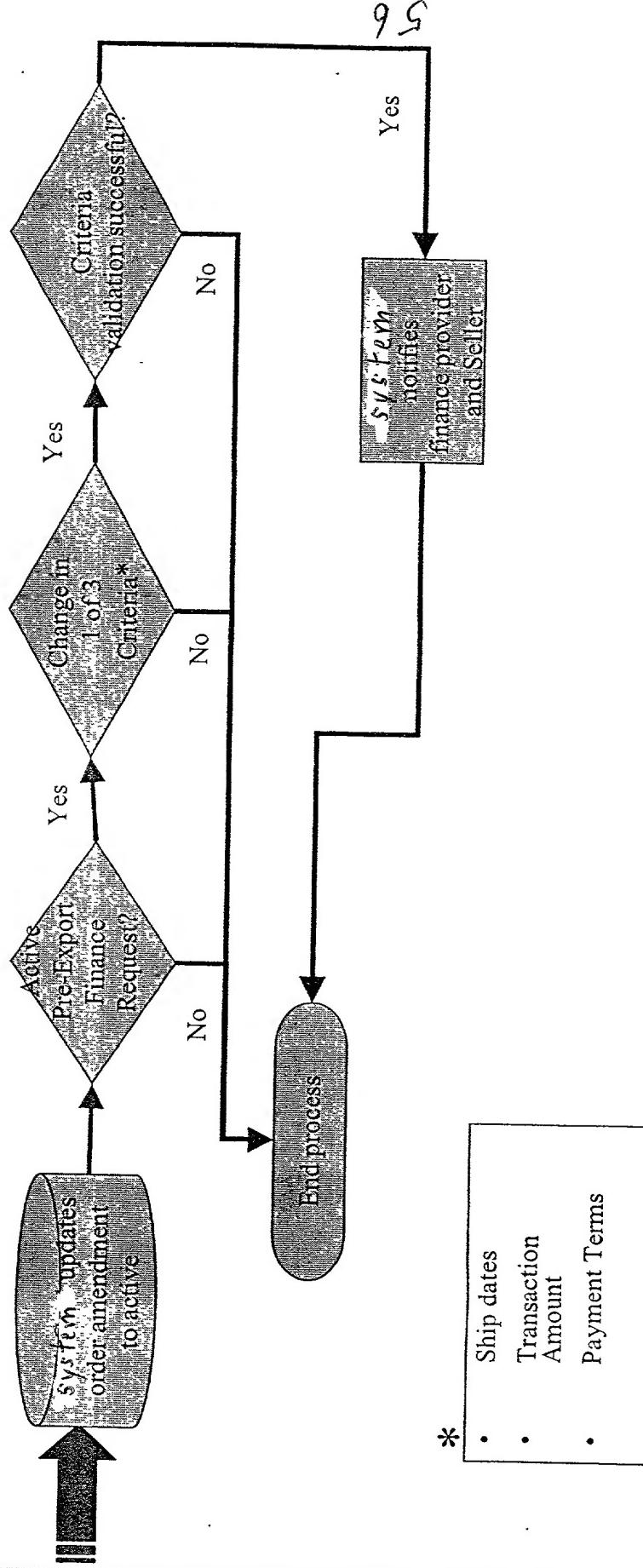


Pre-shipment Finance Process Flow

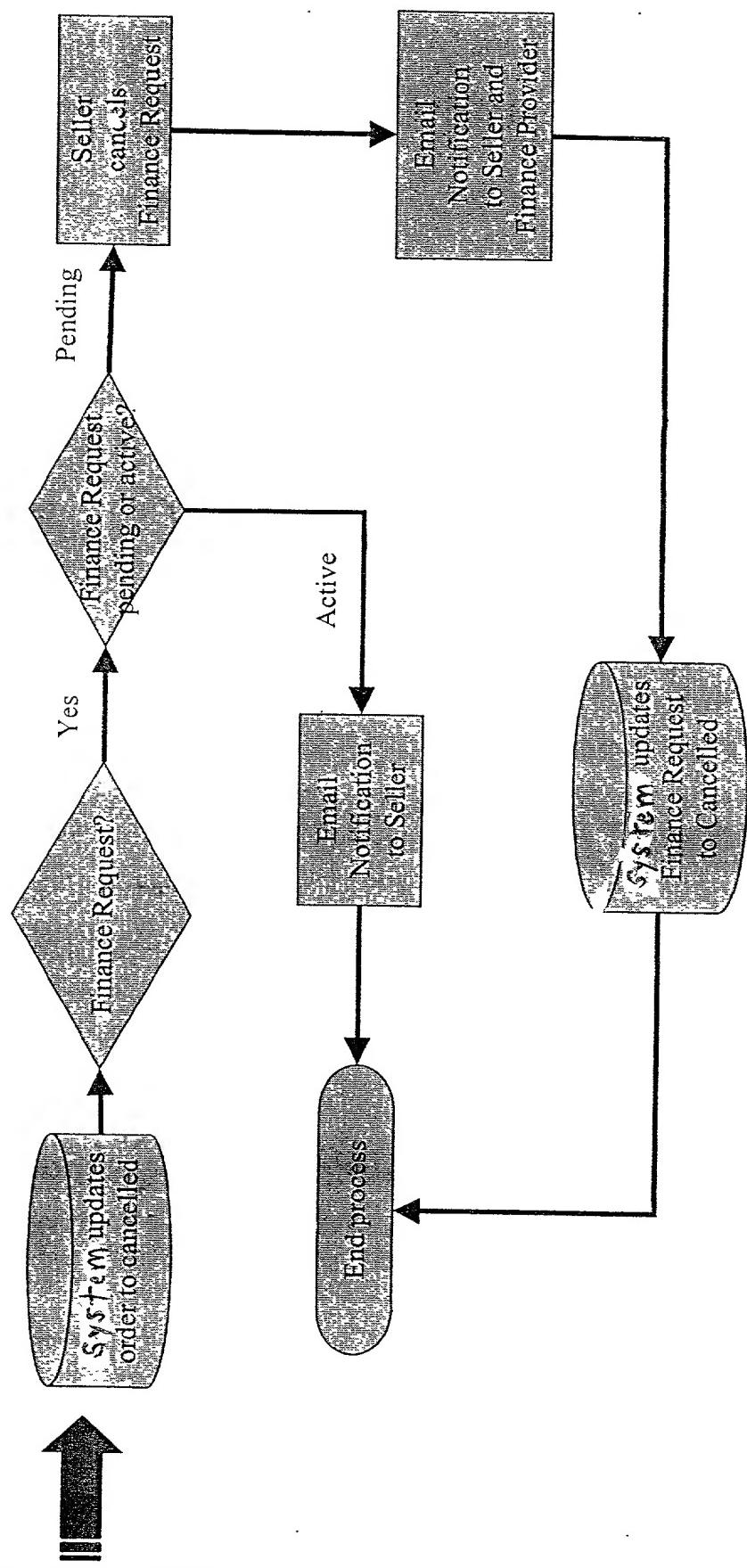


Appendix A

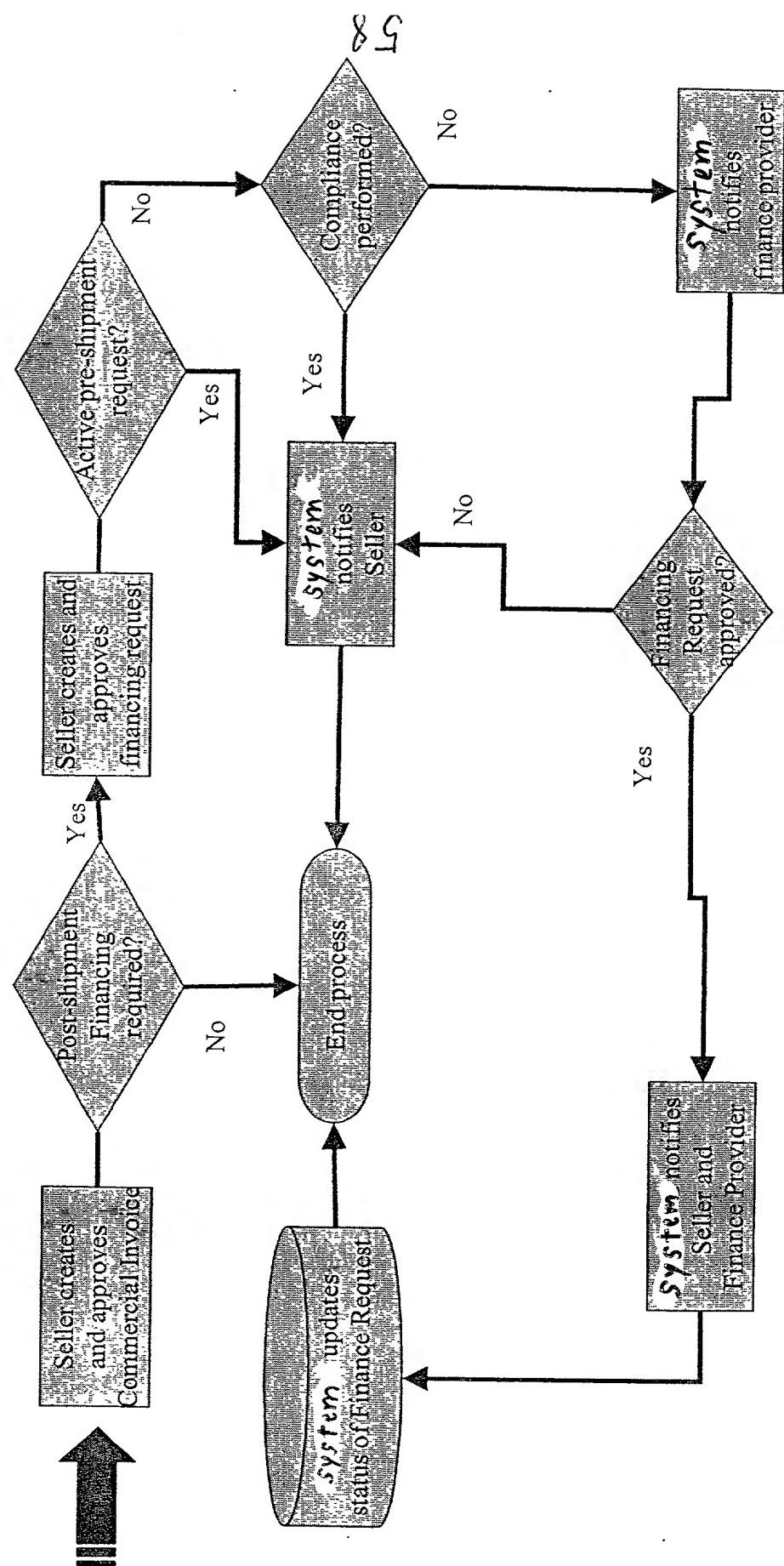
Order Amendment Impact Process Flow



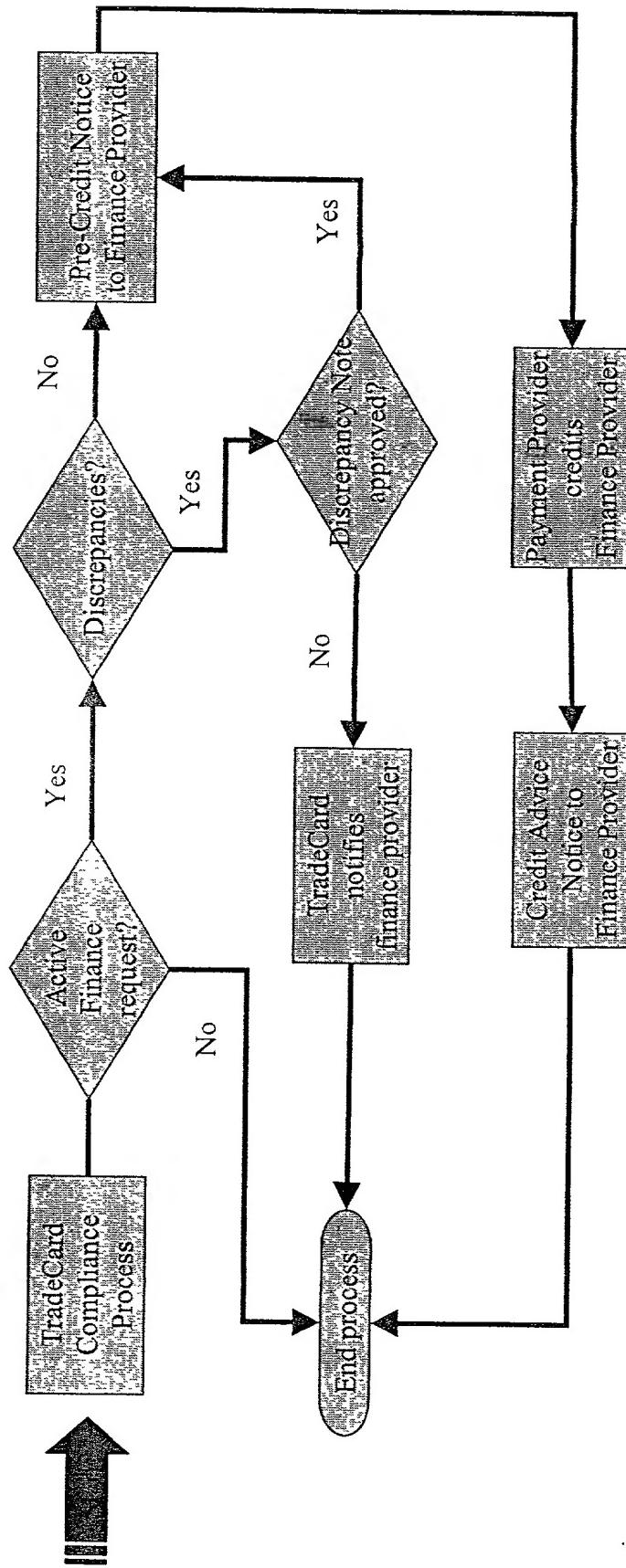
Cancel Finance Request Process Flow



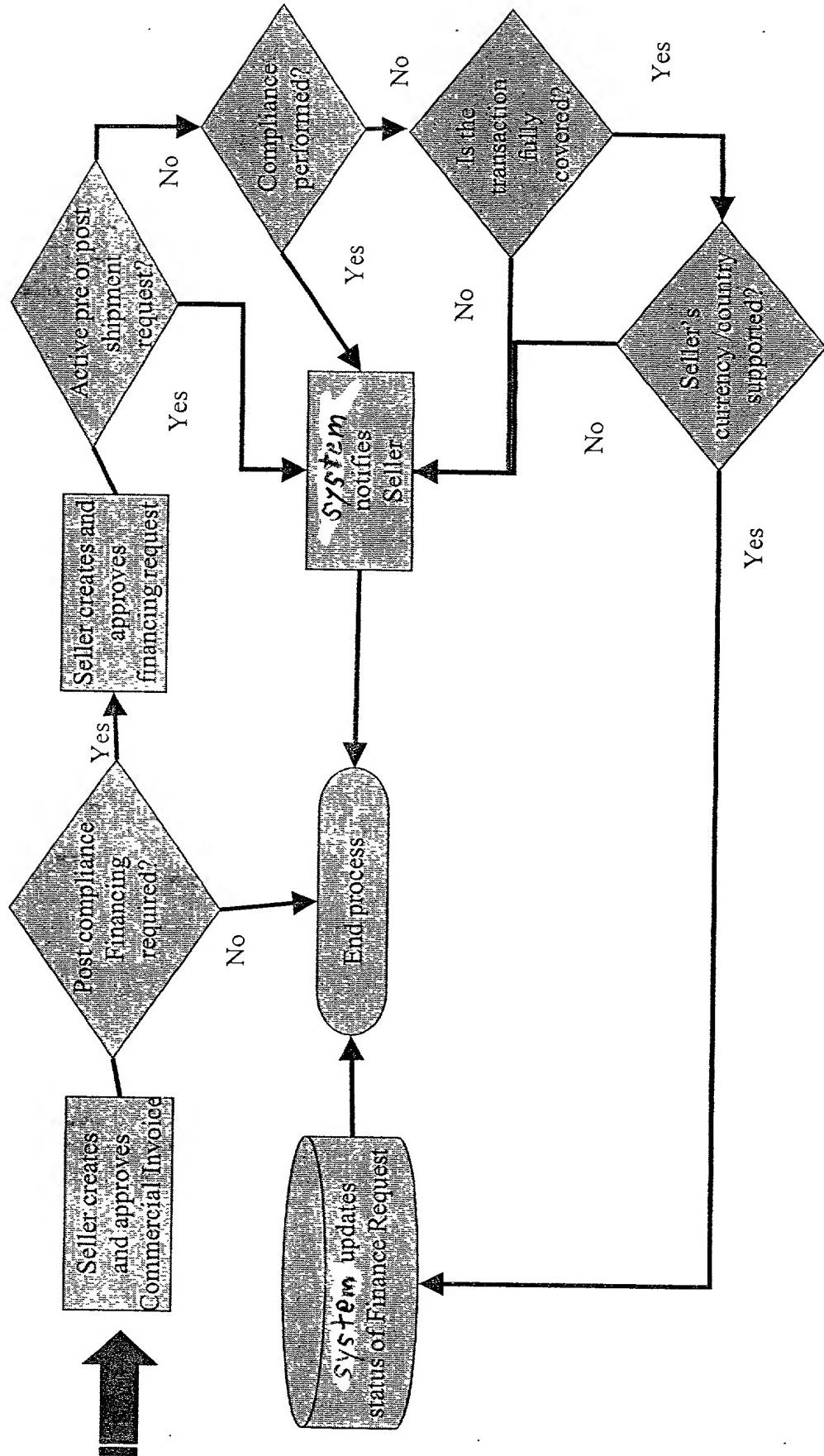
Post-shipment Financing Request Process Flow



Credit Settlement Process Flow — for pre and post-export financing

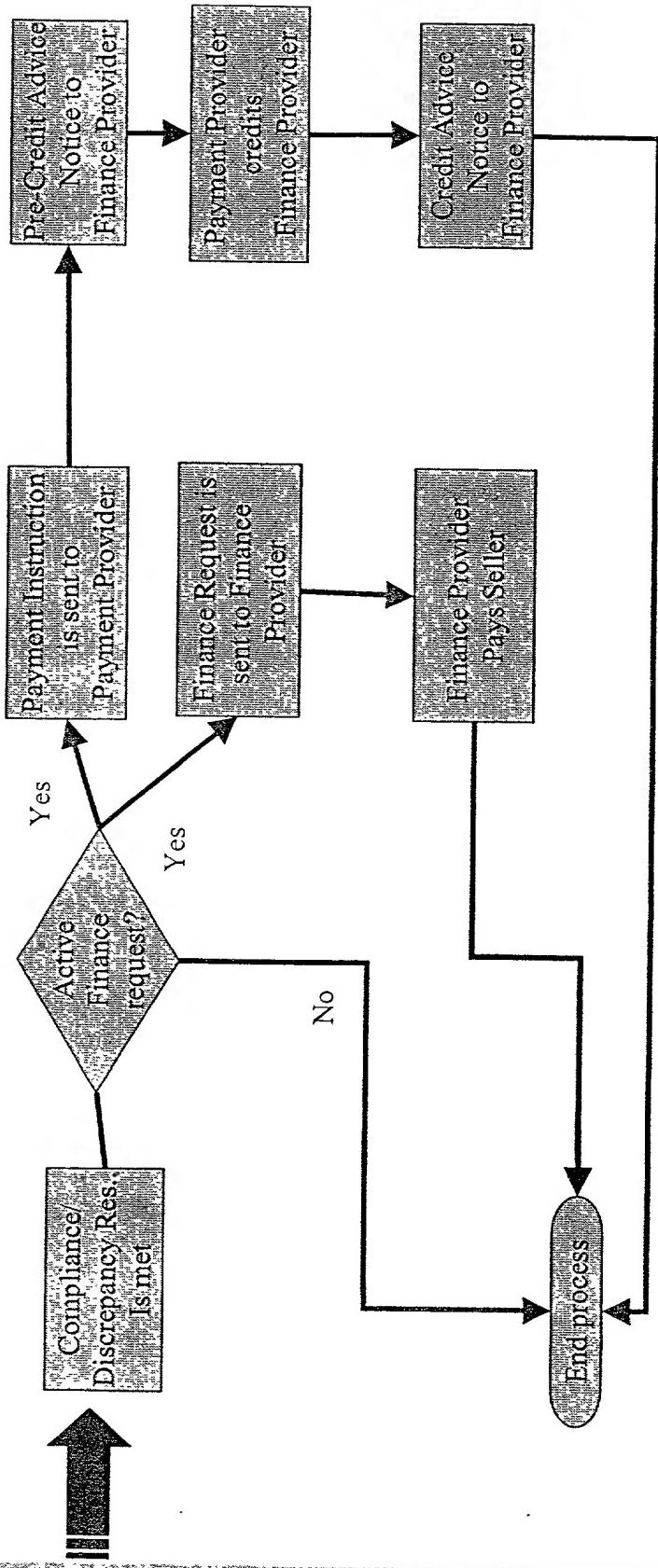


Post Compliance Financing Request Process Flow



Credit Settlement Process Flow

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Finance Request Document

Request Date	<input type="text"/>	Time Request Generated	<input type="text"/>	Status	<input type="text"/>
Contract Number	<input type="text"/>	Order Number	<input type="text"/>	Finance Provider's Account Number and Name	<input type="text"/>
Invoice Number	<input type="text"/>	Amount	<input type="text"/>	Currency	<input type="text"/>
Earliest Shipment Date	<input type="text"/>	Ex-factory Date	<input type="text"/>	Latest Shipment Date	<input type="text"/>
Seller's Account Number and Name	<input type="text"/>	Seller's Account Number and Name	<input type="text"/>	Post requests only	
Seller's instructions to the Financing Provider:					

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Finance Request Document

layout design of the Finance Provider's account info.

Account to be credited*



- * will pre-populate the account to be credited based on the currency of the transaction.

The financing bank will have the ability to select a different account if they so chose.

Other Settlement Instructions:

Bank Name :
Please provide the bank name of your primary account

Bank Address :

Address 1
City
Postal Code

Address 2
State/Province
Country

Bank ID Number : (ABA, Sort Code, etc)
Account Name :
Primary Currency :

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Finance Request Document

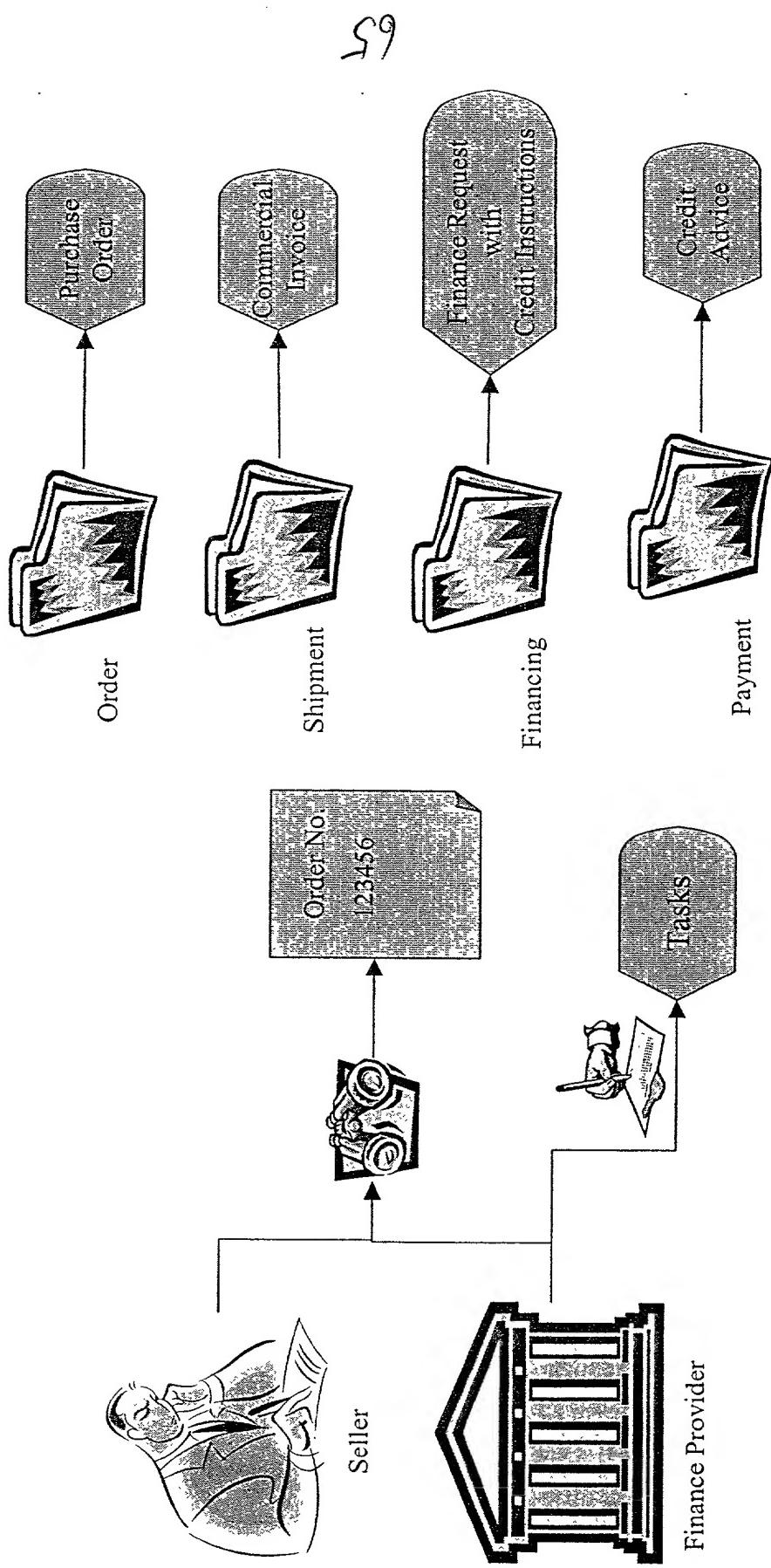
Preview Document page Layout Design

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REQUEST DATE: TIME: 11:52 AM	STATUS: APPROVED
SELLER: SELLER COMPANY INC.	FINANCE PROVIDER: BANK OF THE WEST
10 PARK AVENUE NEW YORK 10001	1 WALL STREET NEW YORK 10001
CONTRACT NUMBER: ORDER NUMBER: INVOICE NUMBER: SHIPMENT DATE: AMOUNT:	10001 BC001 BC00141 2000-04-01 10000000 USD
EARLIEST SHIPMENT DATE: 2000-03-15	LATEST SHIPMENT DATE: 2000-04-15
SELLER'S INSTRUCTIONS TO THE FINANCE PROVIDER:	
TIME STAMP CMT 2000-03-07 17:52:25	SIGNED BY JOE BLOGGS
TIME STAMP CMT 2000-03-07 17:52:25	APPROVED BY JOHNSON
TIME STAMP CMT 2000-03-07 17:52:25	ORGANIZATION SELLER COMPANY
TIME STAMP CMT 2000-03-07 17:52:25	ORGANIZATION BANK OF THE WEST

Document View Access Proposal!

Finance Provider will have view access to these folders and documents...



Summary Phase 1 - Financing Procedures

- Seller will only be allowed to select pre-export, post-export or post-compliance financing.
- Seller will be able to indicate the amount requested for financing for pre-export financing, not for post-export or post-compliance financing.
- The financing bank will negotiate the amount that the seller will be paid (fees assessed, etc.) outside of *the system*.
- The financing bank will indicate the amount of financing provided to the seller on the finance request form.
- *The system* will recognize that the seller has a financing relationship with the particular bank the first time the seller has received approval for financing on a transaction.
- A seller does not need to currently be set up for financing in order for the bank to provide post-compliance financing.
- The amount of time that the seller has to submit his finance request on pre-shipment financing will vary by financing bank.

Summary Phase 1 - Financing Procedures

- Compliance will not run until the financing bank has accepted or rejected a post-shipment financing request.
- The system will automatically replace the seller's bank account with the financing bank's account (currency of account to match the currency of the transaction). The bank can select another account.
- For payment presentation – all invoices in the payment presentation must either be financed or not financed. And all must be financed by the same bank.
- If a seller uses payment presentation – the post-export or post-compliance financing request will be for the entire presentation – not on each individual invoice.
- The Direction and Consent document must be digitally signed by the seller for each bank the first time he request financing. The seller will only need to sign this once.
- When the financing bank provides financing, the system will replace the seller's bank account with the financer's bank account.

Summary Phase 2 - Financing Procedures

- A seller who has received pre-shipment financing will be able to request post-shipment financing for the remainder of the invoice which was not financed.
- The negotiation between the financing bank and the seller for the amount of financing can be on-line.
- There may be a field where the financing bank inputs a confirmation number which the seller can use to verify that the financing bank performed the credit.

Incoterms Table

Key	
B = Buyer	
S = Seller	
<hr/> _____ = Transfer of Risk from Seller to Buyer	

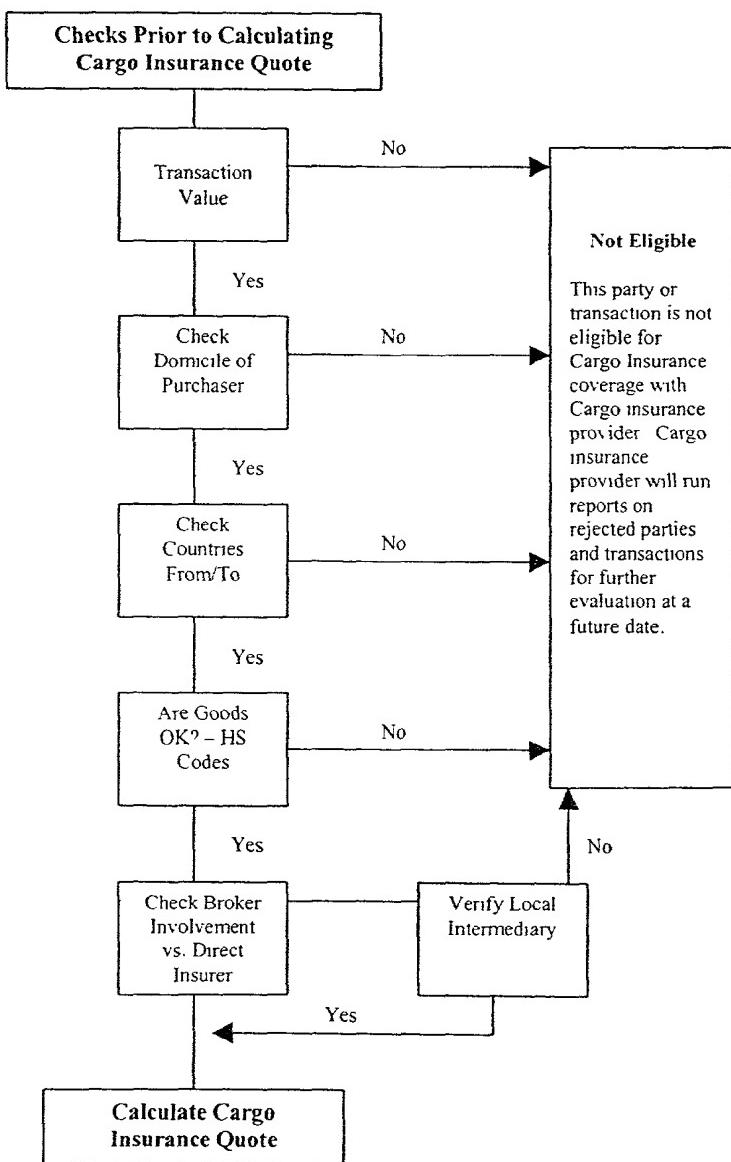
Incoterms 2000	EXW	FCA	FAS	FOB Stowed	CFR	CIF	CPT	CIP	DAF	DES	DEQ	DDU	DDP
Fees/Responsibilities													
Inspection Fees	B	B	B	B	B	B	B	B	B	B	B	B	B
Inland Freight @ Origin	B	S	S	S	S	S	S	S	S	S	S	S	S
Customs Clearance @ Origin	B	S	S	S	S	S	S	S	S	S	S	S	S
Port Fees/Cargo Handling	B	B	B	S	S	S	S	S	S	S	S	S	S
Freight Forwarder Fees	B	B	B	B	S	S	S	S	S	S	S	S	S
International Freight including Surcharges	B	B	B	B	S	S	S	S	B	S	S	S	S
Port Fees/Cargo Handling	B	B	B	B	B	B	B	B	B	S	S	S	S
Custom Clearance including Duty @ Destination	B	B	B	B	B	B	B	B	B	B*	B	S	S
Inland Freight @ Destination	B	B	B	B	B	B	B	B	B	B	S	S	S
Insurance Freight	B	B	B	B	B	S	B	S	B	S	S	S	S

4.2 Appendix 2 – Checks Prior to Calculating Cargo Insurance Quote

This must be revised for Transaction Value changes

Note: This process applies to both the Indicative Quote and the Formalized Quote

Transaction Value - this is currently set at a maximum of \$250,000. This can be increased at a future date upon the agreement of both parties.



Example Cargo Insurance Quote Document

Note: This is an example supplied by Cargo insurance provider for visual purposes only.

Indicative Quote – this example illustrates the wording for the case when a Broker is required.

If you would like to insure this transaction, Cargo insurance provider is pleased to offer you an indicative marine cargo quote from [insurer], on the following terms:

Rate:

Premium:

Endorsements:

This quote is based on the terms of the Master Policy and subject to the Terms and Conditions of Insurance which were provided to you in your joining pack. The Master policy can be reviewed by clicking on the "Master Policy" button below. We may be able to provide you with a formal offer of insurance, subject to confirmation of final transactional details.

[Hyper text link to terms of policy]

If you do not wish to accept this indicative quotation, please click on the "Decline" button. You will be offered a "pick-list" of reasons for your declinature and we would be grateful if you could indicate the appropriate reason.

Cargo insurance provider is an [Insurance Broker] registered in [country]
[Head office / registered number details]

For the purposes of this insurance coverage, Cargo insurance provider acts as an agent of [Insurer], an insurance company incorporated in [country] and regulated by [regulator]. Cargo insurance provider does not represent, and shall have no liability to, members.

[Insert any wording / disclosures required by local jurisdiction].

4.4 Appendix 4 – Example Proof of Cargo Insurance Document

Note: This is an example supplied by Cargo insurance provider for visual purposes only.

Formalized Quote – this example illustrates the wording for the case when no Broker is required, and the policy is insured directly.

If you would like to insure this transaction, [insurer] is pleased to offer you marine cargo insurance, on the following terms:

Rate:

Premium:

Conditions:

Endorsements:

Insurance is offered on the terms of the Master Policy and subject to the Terms and Conditions of Insurance which were provided to you in your joining pack. The Master Policy can be reviewed by clicking on the "Master Policy" button below. The Master Policy is governed by English Law.

[Hyper text link to terms of policy]

If you wish to accept this offer of insurance, please click on the "Accept" button below. By clicking on "accept" you will be deemed to confirm that you have read and understood the terms of the Master Policy.

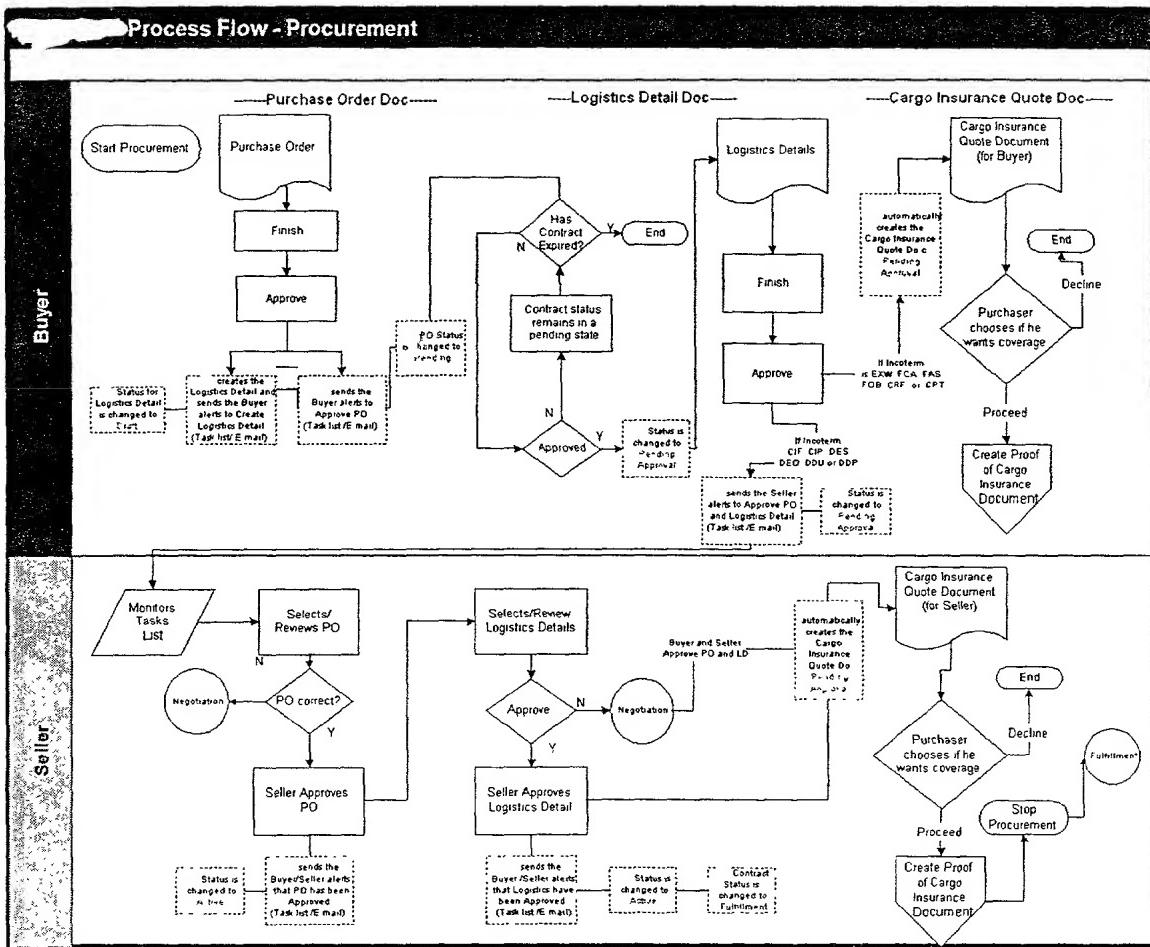
Payment for this insurance premium will be conducted in accordance with terms as stated within the relevant provisions of your joining pack.

If you do not wish to accept this offer, please click on the "Decline" button. You will be offered a "pick-list" of reasons for your declinature and we would be grateful if you could indicate the appropriate reason.

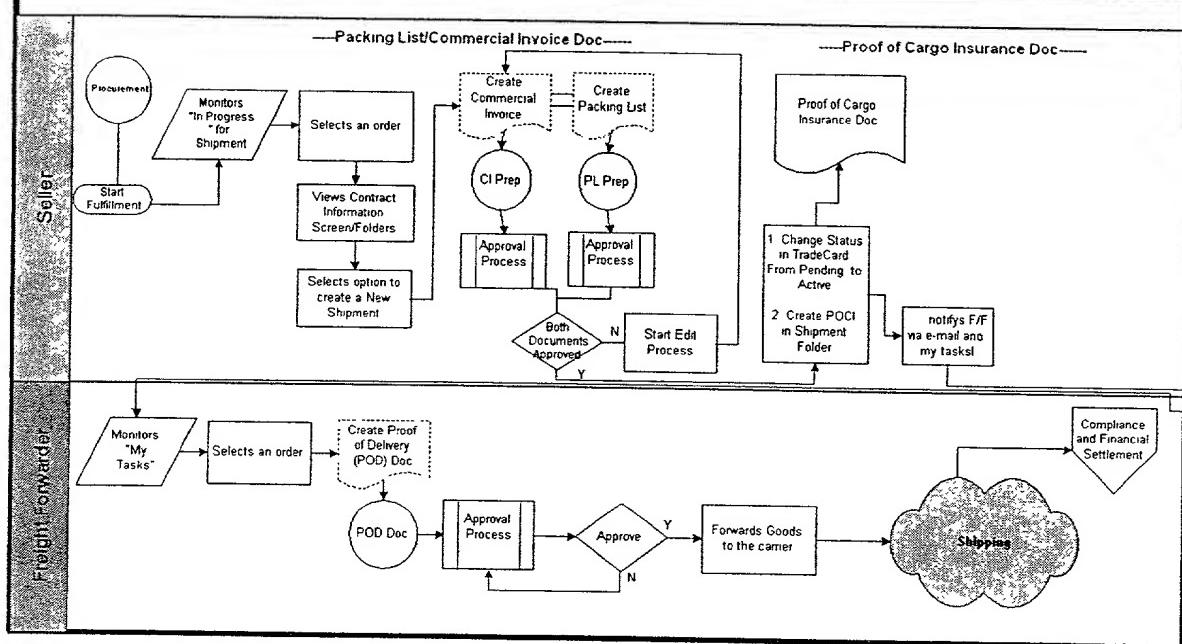
[Insurer] is an insurance company incorporated in [country] and regulated by [regulator].

[Head office / registered number details]

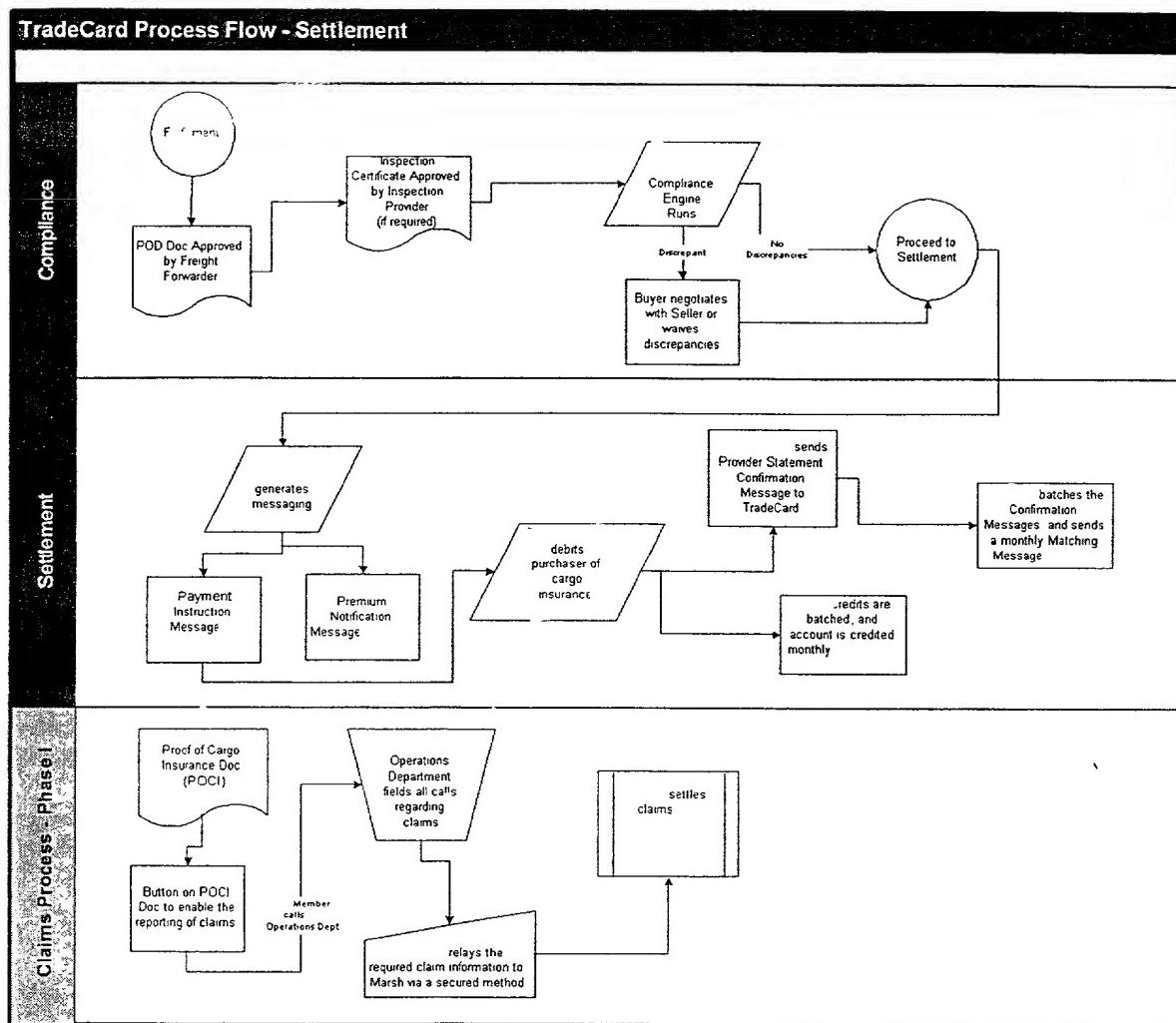
Procurement Process Flow



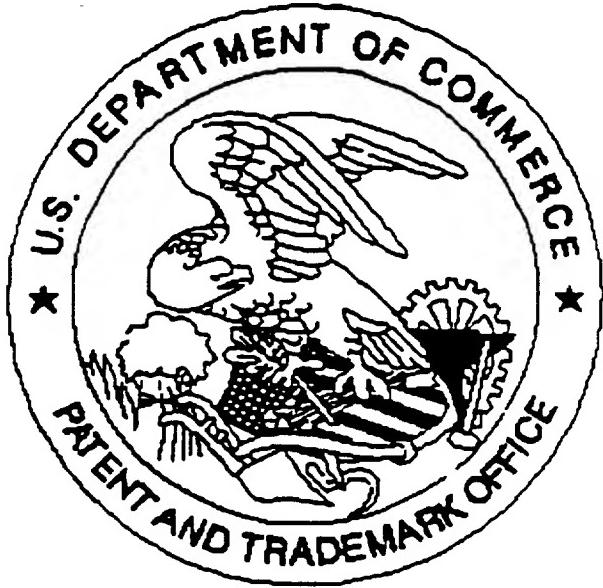
Process Flow - Fulfillment



Settlement Process Flow



United States Patent & Trademark Office
Office of Initial Patent Examination – Scanning Division



SCANNED, # 12

Application deficiencies found during scanning:

Page(s) _____ of _____ were not present
for scanning. (Document title)

Page(s) _____ of _____ were not present
for scanning. (Document title)

* From pages no 55 - 75 Appendix a parts of Specification

Scanned copy is best available.